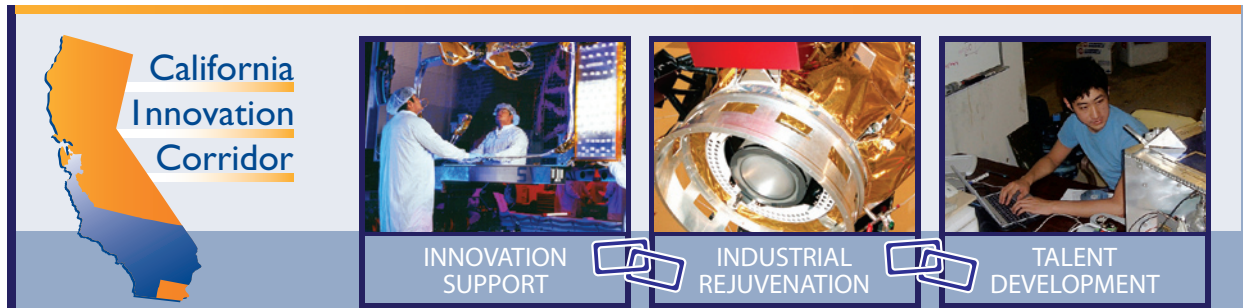




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**Seminar designed to provide a competitive edge and opportunities for aerospace and related industry suppliers.
Hosted by Antelope Valley College, California Space Authority and Lockheed Martin Corporation**



ANTELOPE VALLEY COLLEGE



Introduction to 21st Century Supply Chain Management Seminar

September 2-4, 2008

Days One and Two

Hosted by Antelope Valley College at the Lancaster University Center, Room 213, 45356 Division Street, Lancaster, CA 93535

Day Three

Lockheed Martin's Procurement Link
Hosted by Lockheed Martin Aeronautics at the Lockheed Employee Recreation Club (LERC), to the right of the guard shack, at 1011 Lockheed Way, Palmdale, CA 93591

Objectives: This seminar offers an overview of supply chain management concepts and their roles in creating overall supply chain value. It will provide a thorough grounding in subjects that lead to the knowledge and intellectual capability required for the understanding and critical analysis of supply chain management problems. It is specifically designed to help participants develop a fundamental knowledge of the principles and best practices of supply chain and logistics management in both theoretical knowledge and practical skills that are relevant for California aerospace and related industry suppliers.

DAY ONE - September 2
8:00 a.m. - 5:30 p.m.

Principles of Supply Chain Management

Introduce the concept of global supply chain operations and the fundamentals of managing the supply chain

Introduction to Supply Chain Relationships

Understand supply chains across functional and organizational boundaries and the contribution of strategic alignment of the supply chain

DAY TWO - September 3
8:00 a.m. - 5:30 p.m.

Principles of Procurement & Sourcing Management

Introduce the importance of international procurement and sourcing management to an organization

Introduction to Law and Regulation of Business

Understand the key areas of law and regulations as they apply to aerospace daily operations and logistics management

DAY THREE - September 4
8:00 a.m. - 5:30 p.m.

Lockheed Martin Aeronautics Corporate and SCM Overview

LMCO Tour

Networking Lunch

Supply Chain, Engineering and Operations Management

Supplier Assessment Process and Case Study

Workforce Development and Employment Training Panel

To register, visit www.InnovateCalifornia.net.

LOCKHEED MARTIN



**DAY THREE - Lockheed Martin's Procurement Link
September 4, 2008 at the Lockheed Martin Aeronautics Facility**

Lockheed Martin Aeronautics and Supply Chain Management Overview

Progressive Networking Lunch with Lockheed Martin Aeronautics

Attendees are encouraged to bring product literature to share with LMCO buyers and engineers

Opportunity to network with Lockheed Martin

- Lockheed focused procurement areas
 - Machining (Precision, CNC, CATIA)
 - General Construction
 - Composite Fabrication
 - Fastener Distributors
 - Large Scale/Complex Tooling
 - Cable Assembly
- Opportunity to exhibit your products and services
- Networking lunch with Lockheed Martin buyers and engineers

Lockheed Martin Facility Tour

Limited to first 20 seminar registrants; must be U.S. citizen. Please contact and provide additional information to Priscilla Carreon, Lockheed Martin, (e-mail: priscilla.carreon@lmco.com), 661-572-4931, by August 24, 2008.

Supplier Assessment Process Overview and Case Study

The assessment, a compilation of first-level supplier assessments, including Lockheed Martin, The Boeing Company, Raytheon, Northrop Grumman Corporation, the U.S. Department of Defense, and NASA familiarizes attendees with industry supplier requirements, beyond traditional lean and six sigma efforts, with internal cross functional supply chain analysis, external analysis with both customers and suppliers, and horizontal integration. The case examines how a precision parts manufacturer increased capabilities, increased revenue by 15%, and was named Supplier of the Year by a major OEM.



Workforce Planning and Economic Training Panel (ETP) Funding

Workforce Development plan with map to ETP funding



To register, visit www.InnovateCalifornia.net.



Questions: California Space Authority—Christine Purcell, 310.283.7323, cp@californiaspaceauthority.org

Antelope Valley College—Page Chen, 661.609.6011, pchen@avc.edu

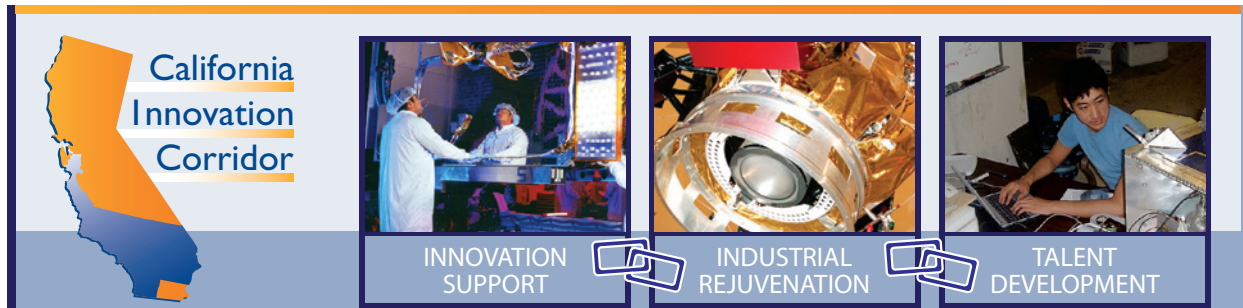
Lockheed Martin—Priscilla Carreon, 661.572.4931, priscilla.carreon@lmco.com

Seminar is at no charge due Department of Labor and Lockheed Martin sponsorship. Future CSA sessions may have a registration fee.

Attendees must register and attend all three days. Attendees must be U.S. citizens.

All suppliers and OEM supply chain professionals are invited. Small, small disadvantaged, women-owned, veteran/disabled, veteran-owned and HUBZone businesses are encouraged to attend.

Partial funding provided by the U.S. Department of Labor, Employment & Training Administration WIRED Initiative



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Introduction to 21st Century Supply Chain Management Seminar

September 2-4, 2008

Company Profile

- Company Name _____ DUNS Number: _____
- Business Size Classification, *(please indicate any that apply)*:
 Small Small Disadvantaged Women-Owned Veteran/Disabled-Owned HUBZone
- Registered in CCR? Yes No (www.ccr.org) • NAICS Code: _____
(www.census.gov/epcd/naics02/naicod02.html)
- Provide a short narrative or your capabilities, primary products/services: _____

- Core competency: _____ • Number of employees: _____
- Uniqueness: _____ • Annual Revenue: _____
- Key technical assets: _____ • Website Address: http:// _____
- ITAR compliant: Yes No
- Year Established: _____ • Core requirements/needs *(from your suppliers)*: _____

Attendee Registration Information

- Name: _____
- Title/Position: _____
- U.S. Citizen: Yes No
- Address: _____
- Phone: _____ Fax: _____
- Request Tour: Yes No

Attendees must register for complete seminar and be U.S. citizen or permanent legal resident to tour Lockheed Martin facility.

Contact: Priscilla Carreon, 661.572.4931, priscilla.carreon@lmco.com

Return completed form to CSA at 626.440.0566 (fax)



Questions: California Space Authority—Christine Purcell, 310.283.7323, cp@californiaspaceauthority.org
 Antelope Valley College—Page Chen, 661.609.6011, pchen@avc.edu
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